

CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, May 6, 2010 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	June 3, 2010

MEMBERS PRESENT

Larry Tims, New Castle County, Professional Member, Chairperson, Presiding
Dick Brogan, Kent County, Professional Member
Tim Riale, Sussex County, Professional Member
Barbara Mitchell, Sussex County, Public Member
Dee Hake DeMolen, Kent County, Professional Member
Roger Truemper, Esquire, New Castle County, Public Member, Vice Chairperson
Karen Hamilton, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member

MEMBERS ABSENT

Elaine Woerner, New Castle County, Professional Member
Frani Melda, Kent County, Professional Member
Geri Parisi, New Castle County, Professional Member

DIVISION STAFF

Shauna Slaughter, Administrative Specialist II

CALL TO ORDER

Mr. Tims called the meeting to order at 9:37 a.m.

REVIEW OF MINUTES

A motion was made by Mr. Riale, seconded by Ms. Mitchell, to approve the April 1, 2010 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Discussion Regarding Annual Seminar Topics and Instructors

The Committee discussed potential topics and instructors for annual seminar. Mr. Tims will contact several potential instructors for input regarding legislative topics that may be appropriate to be presented

during the Annual Seminar. The Committee plans to narrow down the topics and instructors and have recommendations to present to the Real Estate Commission at the June Commission meeting.

Discussion Regarding CE Requirements

Mr. Tims advised the Committee that the Commission agreed to the recommendation that no changes be made to the CE requirements at this time. The Education Committee will need to continue to discuss this issue and make a new proposal to the Commission at a later date. Ms. DeMolen has agreed to head up a subcommittee to start working on a proposal. Mr. Brogan, Ms. Hamilton, and Mr. Truemper also volunteered to participate on the subcommittee.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

A motion was made by Ms. Hamilton, seconded by Mr. Truemper, to accept all letters of intent and course evaluations as submitted with the exception of the course evaluations for the Social Media course taught on March 31, 2010 by Maya Paveza. Motion unanimously carried. A letter will be sent to Ms. Paveza along with a copy of the course comments to ensure she is aware of the comments and has an opportunity to make any necessary changes to improve the course. Ms. Slaughter will also notify the Committee members of the next time Ms. Paveza will be teaching the course so it can be monitored.

Review of Course Provider Applications

A motion was made by Mr. Brogan, seconded by Mr. Truemper, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Course Provider: McKissock, LP

Course Title: Effective Listing Presentations **Approved**
Credit Hours: 4

Course Provider: Keller Williams Realty Central Delaware

Course Title: Seller Mastery **Approved**
Credit Hours: 6
Course Title: Buyer Mastery **Approved**
Credit Hours: 6

Review of Instructor Applications

A motion was made by Mr. Truemper, seconded by Ms. DeMolen, to recommend to the Real Estate Commission approval of the following items as noted below. Motion unanimously carried.

Gerry Hudson **Approved**

Continuing Education: Professional Enhancement: Business Economics and the
Secondary Mortgage Market/Property Pricing and CMAs/Misrepresentations and
Case Studies/Closing Procedures and Settlement Costs/The Qualifying Process

Joseph Raskauskas **Approved**

Continuing Education: Professional Enhancement: 1031 Tax Exchange Settlement
Procedures/Tax Matters

Shirley Kalvinsky **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core

Course/Professional Enhancement: Business Planning/Procuring Cause/The Road to Success/Ethics/Fair Housing/Brokerage Management/Mediation/Financing

Pre-Licensing: Orientation/Real Estate Mathematics/ Real Estate Sales

Broker's Course: Brokerage/Real Estate Documents/Valuing RealProperty/ Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment/Mathematics

William Schab **Approved**

Continuing Education: Professional Enhancement: Contract Law

Pre-Licensing: Real Estate Law

Broker's Course: Real Estate Documents/ Legal and Governmental Aspects of Real Estate

Bruce Plummer **Approved**

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/DREC Property Management/Professional Enhancement: Landlord Tenant Code/Commercial Real Estate/Procuring Cause/Disclosure Duties in the Sale of Real Estate/Ethics and Professional Standards/Agency/Fair Housing/GRI

Pre-Licensing: Orientation/Real Estate Sales

Broker's Course: Brokerage/Real Estate Documents/Financing/Ethics/Legal and Governmental Aspects of Real Estate/Real Estate Investment

John Tarburton **Approved**

Pre-Licensing: Real Estate Law

Broker's Course: Real Estate Documents/ Legal and Governmental Aspects of Real Estate

Review Student Requests for Approval of Educational Activity

Student: Casey Kenton **Tabled – Need Detailed Course Outline**

Activity Title: Financial Analysis for Commercial Investment

Credit Hours Requested: Not Specified

Correspondence

Review TracyLee Elmore's Resume for Consideration of Appointment to the Education Committee to Fill the Upcoming Sussex County Public Member Vacancy

The Committee reviewed TracyLee Elmore's resume and letters of recommendation which were submitted to be considered for appointment to the Education Committee as a Sussex County public member. The Committee had already reviewed another candidate for this position in February and agreed to recommend that candidate to the Commission for appointment. The Committee agreed that they would not overturn their previous decision and that Ms. Elmore is welcome to apply again when the position becomes available.

Other Business Before the Committee (for discussion only)

Mr. Tims advised the Committee that the Commission overturned its recommendation made last month to allow Anna Legates to receive credit for the course she took through Sussex County Association of Realtors in which she did not sign-in when she arrived at class and she did not stop to pick-up her certificate at the end. The Commission referred this issue back to the Sussex County Association of Realtors for them to make the decision.

Mr. Tims asked Mr. Brogan for an update on the broker course he is working on revamping. Mr. Brogan did not have an update at this time, but is actively working on it.

Ms. Hamilton advised the Committee that she has created a form that the Committee may be able to use when monitoring courses. She will bring it to the next meeting to be reviewed.

Ms. Slaughter advised the Committee that she has accepted a new position within the division and will no longer be working as a board liaison. She will be attending the next few meetings until a replacement is trained.

Public Comment

There was no public comment.

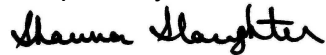
Next Scheduled Meeting

The next meeting will be held on Thursday, June 3, 2010 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Melda made a motion, seconded by Ms. DeMolen, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:54 a.m.

Respectfully submitted,



Shauna Slaughter
Administrative Specialist II